



Press Release

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Andrea Rose Fox of Atlanta Named SBA Young Entrepreneur of the Year in Georgia

ATLANTA, Ga.—Andrea Rose Fox, founder and CEO of Epic IT Inc., has been selected the 2004 Young Entrepreneur of the Year for Georgia. Andrea, who will turn 30 in August, has grown her IT service firm to a staff of 15 employees in only four years.

Andrea received her SBA award Thursday at a luncheon hosted by the Georgia Lenders Quality Circle. The event was held at the Cobb Galleria Centre.

Customer services at Epic IT include managed support for small and mid-sized businesses covering installation and maintenance of computer networks, hardware and software. With annual revenues reaching over \$1 million, the company says there are several keys to its success including an emphasis on customer service and applying a “team” of technical engineers to each customer, rather than a single technician.

Last year, Andrea and her firm were recognized as the 19th fastest growing company in Atlanta. The firm was also ranked as the 4th fastest growing woman-owned company in Atlanta by the Atlanta Business Chronicle.

In addition, Andrea was selected in 2003 as the “Rising Star of the Year” by the Atlanta Chapter of the National Association of Women Business Owners (NAWBO).

Some of the company’s IT customers have included the Nalley Automotive Group, the Atlanta law firm of Powell, Goldstein, Frazer & Murphy LLP, and the Red Cross of Atlanta.

“Andrea Rose Fox, at a young age, has demonstrated the ability to grow a company, long-term, through a highly competitive environment,” said Terri L. Denison, SBA Georgia District Director. “We are pleased to present her with the SBA Award as Young Entrepreneur of the Year.”

During three years as a consultant with Keane Inc., Andrea earned her computer certifications and started doing consulting work on the side. At age 26, she launched Epic IT with a former Hewlett-Packard employee as her senior network engineer.

At the early age of 11, Andrea's passion for learning about technology was ignited when she discovered her older brother's computer. After graduating from Marietta High School, she joined her brother's Marietta firm, "Laser Life," which provides service, maintenance and repairs for computers, printers and fax machines.

Andrea says communication and listening skills set her company apart from the rest. "We're never out for the quick dollar...we're out to build relationships," she told the Atlanta Business Chronicle. "That over time, is how you build the business."

Expo '04, the SBA's national small business conference, will be held in Orlando on May 19-21. For more information, please go to www.sba.gov/50/Expo 2004.

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